

Exhibit A

14 | VIDEO DEPOSITION OF KEVIN M. MURPHY, Ph.D.

15 | VOLUME II

16 | July 5, 2013

19 REPORTED BY: GINA V CARBONE CSR NO 8249 RMR CCRR

12:03:22 1 that stationary time series is going to regress.

12:03:25 2 Q. What I asked you is if there is authority that

12:03:27 3 you can cite to me that says that there is something

12:03:29 4 being omitted from the definition of it that I read you.

12:03:33 5 A. Yeah. I don't have a particular one in mind.

12:03:35 6 It's just something that economists and econometricians

12:03:39 7 know. I learned it from Lars Hansen, who is a professor

12:03:45 8 at Chicago, when I took his class years ago. I mean,

12:03:48 9 it's a pretty simple concept. I don't think Professor

12:03:51 10 Leamer would disagree.

12:03:53 11 Q. So you think that the compensation -- in this

12:03:56 12 respect, that the compensation of the defendants is

12:03:59 13 comparable to the weather?

12:04:02 14 A. In a statistical sense, I think it has some of

12:04:05 15 the same properties. That it's going to vary.

12:04:08 16 I mean, a better analogy is the salesman

12:04:11 17 example that I gave in the report. That there are

12:04:15 18 components that are going to move compensation. I'm in

12:04:18 19 a group. We have a tremendously successful year. We

12:04:22 20 develop Google Chrome this year. We get big bonuses

12:04:25 21 because we develop Google Chrome, you know. Great

12:04:29 22 project, great idea, things came out really well.

12:04:32 23 We're smart guys, probably next year we're

12:04:35 24 going to do something good, but probably not going to do

12:04:38 25 that again. So on average you are probably not going to

12:04:41 1 get as good of stock grants, bonuses that you got this
12:04:45 2 year.

12:04:45 3 That's all I'm saying. That's all you need.

12:04:47 4 You need that when you have a really good year, the next
12:04:51 5 year, on average, won't be quite so good. And when you
12:04:53 6 have a really bad year, on average it won't quite be so
12:04:57 7 bad.

12:04:57 8 That's really what mean reversion is about.

12:05:00 9 And you can say, well, that's because there is
12:05:02 10 randomness. But randomness connotes something that's
12:05:07 11 sort of like rolling dice. It's really just that there
12:05:11 12 are things that aren't necessarily repeated year after
12:05:14 13 year.

12:05:14 14 Q. So let's look at your salesman example, which
12:05:18 15 is paragraph 46. Do you want to read it before
12:05:21 16 answering questions about it or are you ready to go?

12:05:24 17 A. I understand it.

12:05:27 18 Q. So in this example, you lay out the possibility
12:05:29 19 that the salesman is paid \$75,000, \$100,000, or \$125,000
12:05:36 20 based on whether it's a bad, average or good year.

12:05:41 21 Are there any salesmen in the technical class?

12:05:46 22 A. No. I didn't -- but if you thought about a
12:05:50 23 group or a project that's being compensated for this,
12:05:52 24 you pay for performance. You are getting compensated
12:05:56 25 based on this year's performance.

12:05:58 1 That would have much of the same features.

12:05:59 2 Because a salesman is just the classic example of

12:06:02 3 somebody being paid on performance. He's getting paid

12:06:06 4 by how many he sells.

12:06:08 5 But pay for performance, more generally, base

12:06:11 6 your compensation on some form of what you produced this

12:06:14 7 year. And there are elements of human performance that

12:06:17 8 are not permanent. It's all you need.

12:06:20 9 Q. Well, actually what you say is -- I think you

12:06:23 10 say they're random, don't you? Human performance is

12:06:26 11 random?

12:06:28 12 A. There are random elements. But the random

12:06:30 13 elements are not in a sense of, like, rolling dice.

12:06:33 14 They're just things that don't necessarily repeat

12:06:37 15 themselves. We work on a project. It turns out to be

12:06:40 16 really successful. We work just as hard next year.

12:06:42 17 We're just as smart as we were, but it doesn't always

12:06:45 18 work out that way.

12:06:45 19 I mean, I look at my papers I publish. Right?

12:06:50 20 I work on a paper, comes out good. I'm very successful

12:06:53 21 one year. Next year I work on another paper. I didn't

12:06:56 22 go into it trying to produce a lousy paper, just turns

12:06:59 23 out it didn't come out as good. My performance varies

12:07:02 24 year to year.

12:07:03 25 Baseball player. Goes up, first half of the

12:07:06 1 season he's not trying to strike out, he's trying to get
12:07:10 2 a hit every time he's up at the plate. He bats 320 in
12:07:13 3 the first half of the season. Second half of the season
12:07:16 4 he bats 280. Maybe he's just as talented in the second
12:07:20 5 half. If he's a 280 hitter and he hits 320 in the first
12:07:24 6 half, chances are he ain't going to hit 320 in the
12:07:27 7 second half. If he's a 340 hitter and he hits 320,
12:07:30 8 chances are he's going to get better in the second half.
12:07:33 9 That's all we're talking about.

12:07:36 10 Q. And using your baseball example, that's not due
12:07:38 11 to random elements?

12:07:39 12 A. I mean, you could say it's due to random, but
12:07:42 13 random has this idea particularly when it comes
12:07:45 14 compensation. This is what Leamer kept talking about.
12:07:47 15 Well, nobody likes choosing compensation at random, but
12:07:50 16 it's not that people are choosing compensation at
12:07:51 17 random, it's that your compensation is based on
12:07:54 18 performance. And performance, yeah, you could say it
12:07:56 19 has a random element.

12:07:58 20 But what's important is that that random
12:08:00 21 element isn't permanent. If it were permanent, then you
12:08:03 22 wouldn't get reversion to the mean. If every time you
12:08:06 23 did better, that became the new norm, and then you
12:08:08 24 either went up or down from there. And then you did
12:08:11 25 better or worse, and it's up or down from there, that

12:08:13 1 would be a random walk. Wouldn't have any reversion to
12:08:16 2 the mean. What matters is that there is temporary
12:08:18 3 elements to performance.

12:08:22 4 Q. Is there anybody in the technical class who's
12:08:25 5 paid the way that you outlined in your example in
12:08:28 6 paragraph 46?

12:08:29 7 A. I think -- yes. I mean, not as -- not as a
12:08:32 8 salesman, but they're paid based on performance.

12:08:36 9 Q. Is there anybody in the technical class who
12:08:38 10 receives a bonus of three different possible amounts
12:08:42 11 based on whether they have a bad, average, or good year?

12:08:46 12 MR. HINMAN: Object to the form.

12:08:47 13 THE WITNESS: No. This is intended to be an
12:08:49 14 illustrative example to show you how it works. And the
12:08:53 15 way examples work is you have an example that to make it
12:08:56 16 simple. So you want to make it so it's easy for the
12:08:58 17 reader to actually follow what you are saying. That's
12:09:02 18 why you use examples, because they're intend to be
12:09:06 19 understandable.

12:09:08 20 MR. GLACKIN: Q. Can you give us an
12:09:09 21 example of an actual class member that would
12:09:12 22 demonstrate your point?

12:09:14 23 A. I don't have one handy. We looked at tons of
12:09:16 24 them. I mean, if you look at the change in compensation
12:09:19 25 over time, you can see that bonuses tend not to be

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